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# AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE DIVISION OF COOPERATIVE MARKETING,  
BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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## BIG GAIN IN VOLUME OF BUSINESS DURING TEN YEARS

Business to the amount of \$2,400,000,000 was transacted during 1925 by the 10,800 farmers associations reporting to the U. S. Department of Agriculture, according to a preliminary report by the Division of Cooperative Marketing. This was an increase of more than \$1,700,000,000 as compared with 1915 when the 5,424 associations reporting to the Department handled a volume of business estimated at \$636,000,000. The largest gains, measured in dollars, were made by the twelve North Central states of Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, North and South Dakota, Iowa, Nebraska, Missouri and Kansas. The increase for the ten-year period amounted to more than a billion dollars. Heavy percentage gains were made in the southern cotton and tobacco producing states. Cooperative business for the three Pacific Coast States fell a little short of doubling for the ten years. California was the leading state in regard to volume of cooperative business in 1915, Iowa was second in importance, Minnesota was third and New York was fourth. In 1925, according to the preliminary estimates, Minnesota led in volume of business. California was second in importance, Illinois was third, and Iowa, fourth. The change in relative importance of the states between 1915 and 1925 was caused largely by the great increase in the number of livestock shipping associations and in farmers' grain elevators. The development of large-scale cotton, tobacco, wheat, and milk marketing associations were also important factors. The big increase in membership of associations marketing dairy products, particularly fluid milk, was another reason for big gains in amount of business transacted in 1925 as compared with 1915.

About 30 per cent of the business handled in 1925 was reported for associations engaged in the handling of grain, including rice and dry beans. Over 22 per cent of the total business was credited to associations marketing dairy products, including butter, cheese, fluid milk, cream, ice cream, and condensed and powdered milk. Total estimated business for the associations handling grain was \$730,000,000; for those marketing dairy products, \$535,000,000; and those marketing livestock, \$320,000,000. Sales by cotton associations amounted to \$150,000,000 and by tobacco marketing associations to \$90,000,000. The associations handling fruits and vegetables are credited with a total business of \$280,000,000.

### ADVERTISING AND MERCHANDISING BY CALIFORNIA CITRUS ASSOCIATION

In entering upon its twentieth annual advertising campaign, the management of the California Fruit Growers' Exchange, Los Angeles, points out that the nineteen completed campaigns have built up good will and public acceptance for California citrus fruits. The objectives of the new campaign, as of those of the previous years, are (a) to increase the total demand for citrus fruit, (b) to increase the preference for California fruit, especially Sunkist, and (c) to improve distribution and merchandising by ensuring better displays, reasonable margins and a more rapid turnover of the stock in the hands of the trade.

As the only market for citrus fruits is the people, the entire advertising program is designed to get the merits of California citrus fruit before as large and varied a percentage of the population as possible.

Magazines, newspapers and posters are to be used in the 1926-27 campaign. The general campaign will be similar to that of the past year. One change will be the strengthening of lemon-hair-rinse advertising, and another change will be special newspaper campaigns in behalf of hot lemonade, to be released by district managers during epidemics of colds and grippe.

Sixty-three per cent of the total appropriation will be used in advertising oranges; 36 per cent in advertising lemons; and 1 per cent in advertising grapefruit.

An advertising campaign directed toward a larger membership for the exchange is also being conducted. Educational advertisements have been prepared for 95 newspapers in the citrus belt setting forth reasons why it is to the advantage of citrus growers to join with the majority and market their products through the exchange. It is believed by the management that the information contained in these advertisements will put members in a position to talk convincingly of the advantage of exchange membership. Furthermore it is felt that the bankers and other business men throughout the citrus belt will be favorably impressed by definite information regarding the exchange, its business practices and the results already obtained by collective activity.

A study of 99 Boston stores having juice extractors, made by the management of the exchange, showed that during the year these stores used an average of 55.72 boxes of oranges and 13.51 boxes of lemons. On this basis the 396 extractor owners in Greater Boston consumed during the year 54 cars of oranges and 10 cars of lemons. A total of 1,386,899 glasses of orangeade and lemonade were sold for approximately \$173,820.

Of the 99 stores covered in the investigation, 28 were chain stores and these 28 handled 46 per cent of the fresh-fruit-drinks business included in the study. The average sales for fruit drinks for the 28 chain stores were \$2,864, while the sales for 71 independent stores were but \$1,318 per store. The average total store business for the 99 stores for the 52-week period was \$101,081.

NEW JERSEY CRANBERRIES MARKETED COOPERATIVELY

Total shipments by the Growers' Cranberry Company, Philadelphia, during the 1925-26 season amounted to 4,560 barrels, 129,815 boxes and 1,640 crates. Total sales were \$849,808. Seven percent was deducted for marketing expense. Of this, five per cent was for the American Cranberry Exchange, of which the Growers' Cranberry Company is one of the three affiliated units. Of the two per cent deducted for the growers' company, a portion, about \$4,000, was credited to growers' account as a patronage dividend. The total expenses of the growers' company were less than \$16,000, made up of many items, the largest of which was salaries.

The member growers of this company are largely located in New Jersey. Their shipments through the company and the American Cranberry Exchange, New York City, are reported as follows:

	<u>Barrels</u>		<u>Barrels</u>
1914 .....	94,612	1923 .....	131,653
1919 .....	91,288	1924 .....	142,280
1922 .....	130,758	1925 .....	70,000

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SHORT CROP HANDLED BY ARKANSAS SWEET POTATO EXCHANGE

Due to unfavorable weather conditions in the summer and fall of 1925, the Arkansas Sweet Potato Growers' Exchange, Little Rock, handled only about half a crop, 48 cars in all, and the movement extended over the period between November 11, 1925, and April 21, 1926. This was the slowest movement recorded since the first year of operation in the 1921-22 season. Cars were sent into 19 markets as far east as Pittsburgh; as far west as Los Angeles, and north to Rapid City, S. D.

Sales amounted to \$32,998 for 23,803 bushels. The average prices per bushel ranged from 74 cents to \$1.43 f. o. b. shipping point. Net returns to growers varied from 55 cents to \$1.24.

Expenses of handling the crop were \$4,654, or 19.5 cents a bushel for the 23,803 bushels. This was a higher figure than the management had anticipated but was 10 cents a bushel less than the expense of last year.

The Exchange was organized in 1921 by 17 local associations. It now has 44 local units with a combined membership of about 1,000. Sales for the 1922-23 season were \$49,645 and for the 1923-24 season, \$22,914. Deductions for expenses were 19.3 cents a bushel for 1922-23 and 14.3 cents for 1923-24.



### LOUISIANA TO STORE NORTHERN-GROWN SEED POTATOES

Sixty-five cars of certified seed potatoes from Montana have been purchased by the Louisiana Farm Bureau Federation for its members. These potatoes will be shipped south when harvested and stored in New Orleans, Alexandria and Kansas City until they are wanted for planting.

The Farm Bureau purchased three cars of seed stock early last year and placed them in storage in New Orleans where they were available for early planting. As these potatoes kept very satisfactorily it is probable that the bulk of the Northern-grown seed required will be stored in the South hereafter, as it has often been difficult to secure seed early enough because of freezing temperatures in the Northern States. It is believed that orders for at least 65 more cars will be taken very soon for choice Montana stock.

Cooperative orders for seed potatoes have increased rapidly. In 1923 the purchasing department of the Farm Bureau bought 13 cars for its members; in 1924, 27 cars; in 1925, 55 cars; and this year it expects to handle 125 cars or more. All stock is inspected and certified.

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### RECORDS OF WATERMELON SHIPMENTS FOR 1926

During the 1926 shipping season the Sowega Melon Growers' Association, Adel, Ga., shipped a total of 2,108 cars of watermelons, for which the average net return was \$111 per car. The territory covered by the organization is divided into three pooling districts: Florida, South Georgia and Middle Georgia. From the Florida territory 312 cars were shipped, bringing an average net return to growers of \$131 per car. The South Georgia district shipped 1,368 cars which netted the growers an average of \$117 per car. The Middle Georgia district shipped 428 cars, with an average return of \$78 per car. Unfavorable weather resulted in inferior quality in this section.

Arranged according to weight of melons the average returns per car ranged from \$63 for cars of 20-pound melons to \$124 for cars averaging 36 pounds and up. The average for 242 cars of melons weighing 32 pounds was \$140. Arranged by varieties the Watson variety was in the lead with 177 cars and an average price of \$118. The honor roll for the season contains the names of ten locals shipping five or more cars, which received average net returns ranging from \$159 to \$134, while three other locals which shipped too few cars to be on the honor roll received averages of \$159, \$172 and \$148.

Shipments in the 1923 season totaled 615 cars; in 1924, 3,584 cars; and in 1925, 1,827 cars.

The marketing agreement and by-laws of the association have recently been amended to provide for cancellation of contracts by members during January of any year.

### NEW LEGAL SET-UP FOR CALIFORNIA WALNUT ASSOCIATION

An entirely new legal structure was devised and adopted by the California Walnut Growers' Association, Los Angeles, early in its 1925-26 business year. A unification of the contracts used between growers and the local units was brought about, also a uniform revision of the by-laws of all the local units and the adoption of a uniform contract between the local units and the central association. New articles of incorporation and by-laws were adopted for the central association.

The new contracts, both those between the growers and the local units and those between the locals and the central association, run for 15 years, with provisions for withdrawal by either party to any contract, during January or February of any year. A grower who withdraws legally will be permitted to rejoin after two succeeding crop seasons and a grower who withdraws illegally or violates his contract loses his membership privileges for three succeeding crop years. Furthermore it is stated that contract violators are liable for liquidated damages.

The manager of the association states in his annual report that signatures representing 83 per cent of the walnut tonnage of California were secured to the new growers' contract in one month and without the employment of paid solicitors. The matter of membership in the organization was presented to the growers as a privilege and the signing of a contract was a voluntary matter. The above action on the part of the members is viewed by the management as an indication that "the growers generally considered the new contract fair, equitable, and necessary, as giving them directly and through their locals the protection necessary for safe and successful operation." Furthermore, in the opinion of the management, "the legal set-up of both central and locals, and the contractual relations with growers, are for the first time in the history of our organization in a most satisfactory condition, and it is felt that the reorganization plan, as adopted, marks a milestone in the advancement of cooperative principles."

The 1925 California walnut crop was the largest ever produced. It consisted of 57,748,640 pounds of unshelled merchantable nuts and 14,268,592 pounds of culls. The California Walnut Growers' Association received from its member growers, through its 45 local units, 48,000,000 pounds of merchantable nuts and 14,000,000 pounds of culls. The estimated sales value of all the nuts delivered to the association was slightly over \$12,000,000. Although the quantity of nuts to be marketed by the association was the largest in its history, and though prices declined as the season advanced, the energetic efforts of the association's sales force made it certain that there would be no carry-over stock to depress the opening prices for the 1926 crop. The cull nuts were cracked and it is announced that the meats will all be sold by November 1 of this year.

Operating expenses for the 1925-26 business year were 5 per cent of the opening-price value of the nuts delivered to the association. Operating expenses included 1.75 per cent for advertising, 1.5 per cent for brokerage, 1 per cent for trade discount, and .75 per cent for salaries,

rent, warehousing, telephone, telegraph, stationery, field service, inspection, legal service, etc. In addition to the 5 per cent there was deducted from credits to local units 3.5 per cent to cover losses incurred through sales at less than opening prices.

During the 14 seasons that the association has been operating the quantity of nuts handled has increased more than threefold and the percentage of the total California crop handled by the association has increased from less than 52 per cent to over 83 per cent. The exact figures for the various seasons are given in the following table:

Season	Total	Association shipments /a		
	California commercial crop	Quantity		Per cent of total
	(Pounds)	(Pounds)	(Relative)	
1912-13	21,894,000	11,366,000	100	51.9
1913-14	22,378,354	11,582,000	102	51.8
1914-15	17,778,000	10,093,358	89	56.8
1915-16	29,634,000	18,193,074	160	61.4
1916-17	28,680,000	17,559,288	154	61.2
1917-18	30,246,000	20,087,422	177	66.4
1918-19	39,714,520	25,719,810	226	64.8
1919-20	56,896,000	39,694,448	349	69.8
1920-21	39,994,000	32,867,634	289	82.2
1921-22	40,136,000	30,531,852	269	76.1
1922-23	50,011,400	40,111,800	353	80.2
1923-24	48,810,020	39,753,760	350	81.4
1924-25	42,810,740	34,975,100	308	81.7
1925-26	57,748,640	48,160,170	424	83.4

/a Unshelled commercial walnuts.

In planning for the future the management is developing the idea of quality competition. It proposes to pack and distribute a "markedly superior article for which a substantially higher price is obtainable." As a step toward a better product, standards for quality and size have been adopted and provisions made for maintaining the integrity of the association's brands. Beginning with the 1926 crop every walnut of "Diamond" quality will be trade-marked that both the trade and the consumer may be protected in their purchasings.

Summing up the results of the 1925-26 season the management gives expression to the following: "It would seem that the association's accomplishments .... have been far greater and will prove more beneficial to the industry than any changes of policy which have been made over any preceding five-year period, and that as a result of taking these progressive steps our industry is in far better position than ever before to weather any storms that may appear on the packing and merchandising horizon."



### LOCAL GRAIN ELEVATOR HANDLES MERCHANDISE

Sales of grain and merchandise by the Selby Equity Union Exchange, Selby, S. D., for the year ending June 30, 1926 amounted to \$466,481, on which a gross profit of \$18,612 was realized. Livestock handled during the year had a total value to producers of \$223,442. Expenses amounted to \$15,967.

The company was organized in 1911 and handles grain, feed, flour, coal and other commodities. It has a membership of about 150, owns real estate, buildings and equipment with a depreciated value of \$47,243, and has a total net worth of \$65,621.

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### GROWTH OF CANADIAN WHEAT POOLS

The growth of the three wheat pools of Western Canada since the Alberta pool began operations in 1923, is shown in the table below, prepared from figures published by the Alberta Cooperative Wheat Producers, Ltd., Calgary:

Date	Number of members			
	Manitoba	Saskatchewan	Alberta	Total
Nov., 1923	- - -	- - -	25,700	25,700
July, 1924	7,600	46,500	30,700	84,800
July, 1925	13,000	53,000	31,400	97,400
July, 1926,	17,600	73,600	36,600	127,800

/a December, 1924.

In the 1923-24 season, when the Alberta pool was the only one in operation, the quantity of wheat sold through the pool was 34,222,833 bushels. The following year the three pools handled 81,500,000 bushels. Returns for the 1925-26 season are not yet complete but it is expected that the figures for the wheat handled will reach something over 190,000,000 bushels. Coarse grain pools have also been formed in Manitoba and Saskatchewan, the former now having 11,720 members, and the latter 35,700 members. Contracts are now being signed for a similar pool in Alberta.

There has been a rapid increase in the capacity of the elevators controlled by the growers' organizations. In 1924 the terminal capacity was 870,000; in 1925 it was 2,370,000 bushels; this year with the addition of the Saskatchewan Cooperative Elevator system, the total terminal capacity is 17,450,000. The number of country elevators operated has increased also. Manitoba now has 36; Alberta, 33; and Saskatchewan, by taking over the Saskatchewan Cooperative Elevator system, has 575.

### AUDITORS' REPORT OF NORTH CAROLINA COTTON ASSOCIATION

According to the report of the auditing firm employed by the North Carolina Cotton Growers' Cooperative Association, Raleigh, that association received from its members 161,172 bales of cotton during the twelve months ending July 31, 1926. This cotton was sold for \$14,285,963 with direct charges against it of \$578,231, leaving \$13,707,732 as "distributable sales." From this latter amount, \$313,031, \$1.94 a bale, was deducted for overhead expenses, and \$285,081, \$1.77 a bale, for the various reserves. The growers received \$13,109,619, or 95.6 per cent of distributable sales. The reserves represent money borrowed by the association from its members. The total amount of all reserves on July 31 was \$500,238, which sum was also the net worth of the association on that date.

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### MISSISSIPPI COTTON ASSOCIATION REDUCING EXPENSES

Final settlement for 1925 cotton has been made by the Mississippi Farm Bureau Cotton Association, Jackson. Statements mailed to members with thier final checks show that during the past season the association effected a saving of a little more than 28 per cent in the expense of handling the cotton, although it was carried three months longer than in the previous year. A summary of charges for each of the three years of operation shows the following figures:

Items	1923-24		1924-25		1925-26	
	Points per lb.	Average per bale	Points per lb.	Average per bale	Points per lb.	Average per bale
Storage, insurance and interest	.0117	\$5.63	.0083	\$4.11	.0072	\$3.62
Operating expenses		3.34		3.62		2.58
Total		8.97		7.73		6.20

The 42,633 bales of 1925 cotton were sold in 116 pools and brought an average price of 18.08 cents per pound. Aside from one pool which contained but one bale and brought 3.57 cents per pound, the prices ranged from 8 cents to 34.95 cents.

The management feels that the outlook for the present season is by far the brightest the association has ever had. The privilege of selling cotton in the semi-monthly pools and receiving prompt settlement is meeting with the approbation of the membership. The first of the short-time pools contained 53 bales, all shipped by one member. The cotton was sold immediately after it was received and a check in payment was mailed to the owner that same night.

### EELEVEN CENTS ADVANCE FOR OKLAHOMA COTTON

An advance of eleven cents a pound on 1926 cotton, has been determined upon by the board of directors of the Oklahoma Cotton Growers' Association, Oklahoma City, with a limit of \$60 per bale. This figure is based on the present value of cotton and the ability of the association to borrow money on it. All drafts are to be drawn in even dollars.

Two samples are to be drawn from each bale this year. One sample will be retained at Houston to be classed and the other will be sent to headquarters at Oklahoma City where it will be stored for use in checking any possible dispute. Members will be at liberty to inspect these samples and satisfy themselves that their cotton was classed correctly.

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### TENNESSEE COTTON ASSOCIATION MAKES SETTLEMENT

Final distribution on 33,181 bales of 1925 cotton has been made to its members by the Tennessee Cotton Growers' Association, Memphis. This settlement amounted to about \$417,000, in addition to amounts previously distributed in the initial advances and the spring distribution.

The statement is made that the association has no debts except current monthly bills, and that the liquid reserves credited to members are in excess of \$50,000.

In its three years of operation the association has sold cotton to the amount of nearly seven million dollars. Sales for the three years are reported by the management as follows: 1923-24, 15,318 bales, \$2,220,208; 1924-25, 18,126 bales, \$2,091,194; 1925-26, 33,181 bales, \$2,441,246.

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### COTTON PARADE STAGED BY TEXAS GROWERS

A big cotton parade to mark the opening of the delivery season for Titus County cotton, was staged at Mt. Pleasant, Texas, by members of the Texas Farm Bureau Cotton Association. The parade was planned to show the advantages of cooperative marketing over the old system, and a crowd which filled the public square to capacity was attracted by the demonstration. Wagons and trucks loaded with cotton were suitably decorated and bore placards calling attention to the outstanding facts regarding each system.

During the movement of the parade around the public square a stop was made and the assembled crowd heard brief discussions of the cooperative movement from several speakers who urged those present to avail themselves of the opportunity to market their cotton through the association. The parade terminated at the railroad station where 75 bales of cotton were delivered for shipment.



### PACIFIC EGG PRODUCERS TO OPEN CHICAGO OFFICE

A branch office in Chicago is being opened by the Pacific Egg Producers' Cooperative, Inc., New York City, the sales agency for four Pacific Coast poultry associations. The four associations, three of which are in California and one in Washington, include in their membership more than 12,000 poultrymen with investments of \$75,000,000. From 25,000 to 45,000 cases of eggs are delivered by these organizations each week and the sales agency is in an advantageous position to serve the trade and fill orders on short notice with large or small quantities of Pacific Coast white eggs 52 weeks in the year.

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### MANITOBA EGG POOL CLOSES FOR SEASON

The five egg stations of the Manitoba Cooperative Poultry Marketing Association, Limited, Hartney, Man., were closed for the season on September 4. More than 100 cars of eggs were marketed from the five points in the year. Approximately 70 per cent of all eggs handled graded extras and firsts. Producers received an average price of 24 cents a dozen for all eggs marketed. On account of the large volume received the association was able to handle the eggs at a cost of less than 5 cents per dozen. Of this, one cent went for delivery costs to station and return of cases to shippers; two cents went for new cases, flats and fillers; one cent for operation of egg stations and staff; and one cent for exchange, postage, and general overhead.

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### OHIO POULTRY ASSOCIATION HAS OPERATED ONE YEAR

The Ohio Poultry Producers' Association, Wauseon, Ohio, completed its first year of business on July 31, 1926. During the twelve months the association handled 133,712 dozen eggs, at an average cost of 5.28 cents per dozen to car, and handled 66,884 pounds of poultry at an average cost of 2.44 cents per pound. It is felt that good progress has been made and that the association for some months has been "no small factor in determining the price of poultry in Toledo," as well as in correcting certain marketing abuses.

The financial statements show total sales amounting to \$69,972, made up of the following items; eggs, \$50,769; poultry, \$17,690; feeds, \$1,513. Gross margins were as follows: eggs, \$8,688; poultry, \$1,635; feeds, \$24; making a total of \$10,347. Expenses amounted to \$8,913, leaving a surplus of \$1,433.

Seventeen hundred producers from four counties make up the membership of the organization.



DAMAGES OBTAINABLE LIMITED BY BOND

In the case of the Staple Cotton Cooperative Association v. I. L. Borodofsky, 108 So. 807, the Supreme Court of Mississippi held that the defendant was entitled to \$100 "for damages sustained in and about the dissolution" of the injunction obtained against him by the association. This amount was the sum of a bond given by the association in accordance with a statute at the time it filed its suit for an injunction, and the court held that damages could not be obtained against the association in an amount greater than the sum named in the bond. In its essential features the case was governed by the principle announced in the case of Staple Cotton Cooperative Association v. J. S. Borodofsky, 108 So. 802. (See Agricultural Cooperation, August 2, 1926., p. 325.)

L. S. Hulbert

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OFFICERS HELD NOT LIABLE

In the case of Winans v. Brue et al, decided by the Supreme Court of Washington, 248 P. 62, it appeared that a member of the Kennewick Richland Marketing Union brought suit against the officers and directors of the Union, which had gone into the hands of a receiver, on the theory that they had converted the proceeds derived from hay which he had delivered to the Union for marketing. The court affirmed the judgment of the lower court, which held that the officers and directors were not liable for conversion, and in doing so said in part:

There is no proof of any conversion, for under the contract the proceeds of the sale of the hay were to be taken by the union, which had a right to mingle them with the proceeds realized from the sale of hay belonging to other members and with its own funds, and the relationship created upon the receipt by the union of payment for the hay was that of debtor and creditor. The amount collected by the union as a factor was not a trust fund in the hands of the union, and the appellant was not entitled to have his claim against the union preferred to those of other members. Vail v. Durant, 7, Allen (Mass.) 408, 83 Am. Dec. 695; Chapman v. Forsyth, 2 How. 202, 11 L. Ed. 236; 25 C. J. 377.

By the contract the union was under no obligation to pay over the identical money received from the purchasers of hay, and no fiduciary obligation having been violated by the union, the respondents, as its officers and directors, were not liable by reason of any conversion.

L. S. Hulbert.

SHIPPING ASSOCIATION RECOVERS FROM RAILROAD

In the case of Griggs v. St. Louis and H. R. Company (Mo.), 285 Southwestern 159, the manager of the Ralls County Shipping Association brought suit against the railroad company on account of the fact that 15 hogs in a shipment of 91 hogs from Ralls County, Missouri, to a commission firm in East St. Louis, Illinois, arrived dead, although all of the 91 hogs were in good condition at the time that they were loaded for shipment. No written contract was entered into with the railroad company regarding the shipment, which was unaccompanied by anyone representing the shipping association.

On the trial the plaintiff simply showed that the hogs were loaded in good condition and that 15 of them arrived dead. No negligence on the part of the railroad company was charged. The railroad company offered no evidence on the trial. The jury rendered a verdict for the plaintiff for \$330.90 and the railroad company appealed. The appellate court, among other things, said:

Defendant's whole reliance is upon the proposition that there was no proof offered as to any negligence causing a delay of the shipment, or that the negligent delay caused the death of the hogs. This was not necessary, as we have already pointed out. Plaintiff showed delivery to defendant in good condition and receipt by the consignee in bad condition. No special contract was pleaded or put in evidence. Such showing of damage, caused by the carrier, made a prima facie case, and it was then for the defendant company (if it could do so) to relieve itself by evidence of a lawful excuse or exemption. Cudahy Packing Co. v. Railway Co., 193 Mo. App. 572, 187 S. W. 149, and cases there cited. Indeed, it must be kept in mind that defendant did not by pleading or proof attempt to avail itself of any exemptions from liability permitted by the law.

From the foregoing it is apparent that the plaintiff established a prima facie case against the railroad company by showing the delivery to it of the hogs in good condition and the fact that 15 of them were dead at destination. Upon the making of the showing referred to, the burden shifted to the railroad company and the court held it was its duty, if it was to escape liability for the death of the animals, to establish that their death was occasioned by a cause which would excuse it from liability.

L. S. Hulbert.

NEW PLAN FOR MEMBERSHIP DRIVE IN SASKATCHEWAN

It is proposed by the United Farmers of Canada, Saskatchewan Branch, to make a business-like, well-organized attempt to approach every man and woman in the province and urge them to come into the new organization. Solicitors will ask each member to sign a requisition authorizing the Wheat Pool to deduct his and his wife's fees from the proceeds of his grain every year until he cancels the contract. It is expected that the membership once signed up will remain steady and it will be possible to calculate the annual income in advance.

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MISSOURI FARMERS' ASSOCIATION REPORTS

The tenth annual meeting of the Missouri Farmers' Association, held recently at Sedalia, was attended by 1104 delegates representing 68 Missouri counties. More than 2,000 persons were present at the opening session. The convention lasted three days.

In the annual report of the secretary, some of the accomplishments of the past ten years were reviewed, particularly in regard to co-operative marketing. There are now 410 livestock shipping associations operating, with a record of nearly 20,000 car loads of stock shipped in 1925. The three livestock commission firms at St Joseph, St Louis and Kansas City, which are affiliated with the state association, handled 32,964 cars of stock last year, and in the past four years, 142,033 cars. The sales for the past four years were given as \$221,527,296. Refunds to the amount of \$214,868 were made to growers during 1925 by the three sales agencies. These refunds were returns to shippers after all expenses of selling had been paid from the usual commission charges. According to the secretary's report the refunds for the past four years amount to to over \$1,200,000.

An equally interesting record has been made in handling eggs and poultry. The association has blazed a new path in handling the products of farm flocks. Eggs are collected by 396 produce exchanges and forwarded to 12 packing houses, where they are candled, packed and shipped to eastern markets. The association has its own sales representatives in Chicago and New York. The volume of eggs handled increased from 6,993,210 dozens in 1922, to 16,478,640 dozens in 1925; and 2,744,536 pounds of poultry in 1922, to 12,288,509 in 1925.

Arrangements have been completed for Federal State inspection service for two of the plants.

By the close of the year, 48,087 Missouri farmers had signed the producers' contract whereby they agreed to deliver all of their farm products to the agencies of the Missouri Farmers' Association for marketing. These farmers operated 6,700,000 acres, had 220,000 cows, 372,000 other cattle, 726,000 hogs, and 5,600,000 hens.



REPORTED BY THE ASSOCIATIONS

An increase of 2,000 consignors is reported by the Ohio Wool Growers' Cooperative Association, Columbus, in connection with the marketing of the 1926 clip.

Expulsion from the organization was the punishment administered recently to a member of the Twin City Milk Producers' Association, St. Paul, for failure to deliver a product of sufficiently high quality to meet the requirements of the customers of the association.

A net surplus of \$10,364 for the past year is shown by the annual report of the Scranton Equity Exchange, Scranton, N. D. The Exchange operates two elevators at Scranton and handles various kinds of grain and some livestock. It also buys seeds, feed, flour, coal, twine and other commodities.

During the first five months of the fiscal year beginning April 1, 1926, the Dairymen's League accepted 2,525 new contracts. This was an increase of 817 over the corresponding period in 1925 when 1,708 were recorded. The record for August of this year was 203 in comparison with August of 1925 when the number was 185.

The Eastern States Cooperative League, which includes in its membership many of the leading consumers' societies of New York and New England, is planning to hold a cooperative training school in the coming winter. Plans are being made for a six weeks session, eight to ten hours per day, with experienced cooperative teachers from the West as well as from the East.

An estimate made at the close of 1925, based on reports from 99 cooperative stores in Minnesota, places the membership for the 120 active stores in the state at 18,583. This was an average of 155 members per store, which was 9 more than for the same stores for the previous year. Sales for 1925 amounted to \$8,541,000, or \$71,175 per store. The sales per member were \$455 in 1925, compared with \$454 in 1924. The average number of employees per store was less in 1925 than in 1924, indicating increased sales per employee.

Four year ago the National Live Stock Producers' Association, Chicago, published the first number of a four page periodical, 8 x 11 inches, on goldenrod paper. During the intervening time the cooperative livestock business has developed rapidly and the publication of the association, the National Live Stock Producer, has become a 16-page, illustrated, monthly periodical, 10½ x 13½ inches in size, carrying news, editorials, signed articles, market information, and miscellaneous material. Important happenings in connection with livestock marketing are reported, and economic questions bearing on the subject are discussed.



### STUDY MADE OF TEXAS COTTON GINS

"Practices and Costs of Cotton Gin Operation in North Central Texas, 1924-25," is the title of a preliminary report just issued by the Division of Cooperative Marketing, and now available for distribution. The purposes for which the information was collected were (1) to ascertain the kind and quality of service rendered, and (2) to determine the factors influencing efficiency in gin operation.

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### BOOKLET DESCRIBES ALMOND SHELLING PLANT

An attractive booklet prepared by the California Almond Growers' Exchange, San Francisco, describes the almond-shelling plant of the Exchange at San Francisco, which is said to be the only plant of the kind in the world. It represents an investment of a half million dollars.

A large number of pictures, with descriptive text, give a clear idea of the large, five-story building, its equipment, and the various processes through which the almonds pass in being prepared for market.

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### SELECTED LIST OF PUBLICATIONS AND ARTICLES

- A Cooperative Company is Fair Game. Editorial. Queensland Producer. Brisbane, Australia, August 18, 1926, p. 3.
- Farmer, S. J. Canadian Pool Elevators. The Wheat Grower, Grand Forks, N. D., September 15, 1926. p. 6.
- James, Delos L. Will Cooperation Work With Eggs? How Communities Can Get Together in a Marketing Program for Poultry Products. Wallaces' Farmer, Des Moines, September 17, 1926, p. 3.
- Jardine, W. M. Progress and Policies of Cooperative Marketing Organizations. (Part of an address before the American Institute of Cooperation.) Monthly Labor Review, Washington, September, 1926, p. 511.
- Keen, George. Are the Canadian Pools Cooperative? Western Producer, Saskatoon, Sask., September 16, 1926, p. 3.
- Meiks, Scott. A Structure But Not a System; Some Evolutions in live Stock Marketing. National Live Stock Producer, Chicago, September, 1926, p. 7.

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